

MLS STATISTICS for September 2017

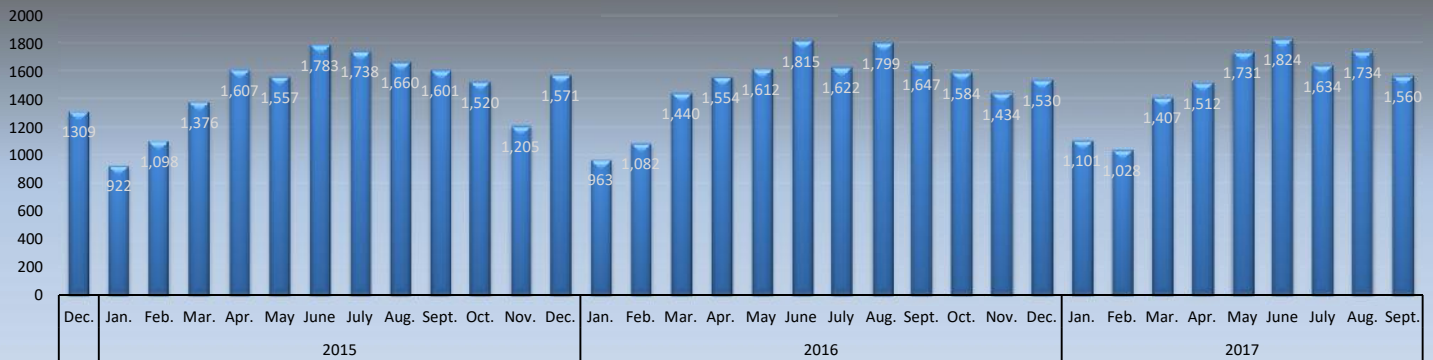
Data for Sacramento County and the City of West Sacramento



SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	2,132		2,373	-10.2%		2,080		2.5%
Active Listing Inventory †	2,625		2,593	1.2%		2,774		-5.4%
Active Short Sale (included above)	21		21	0.0%		55		-61.8%
Pending Short Lender Approval	44		52	-15.4%		125		-64.8%
Pending Sales This Month	1,180		1,246	-5.3%		1,444		-18.3%
Number of REO Sales	16	1.0%	16	0.0%	0.9%	47	2.9%	-66.0%
Number of Short Sales	18	1.2%	28	-35.7%	1.6%	26	1.6%	-30.8%
Equity Sales**	1,526	97.8%	1,690	-9.7%	97.5%	1,541	93.6%	-1.0%
Other (non-REO/-Short Sale/-Equity)	0	0.0%	0	0%	0.0%	33	2.0%	-100.0%
Total Number of Closed Escrows	1,560	100%	1,734	-10.0%	100%	1,647	100.0%	-5.3%
Months Inventory	1.7 Months		1.5 Months	13.3%		1.7 Months		0.0%
Dollar Value of Closed Escrows	\$598,342,036		\$658,554,997	-9.1%		\$570,458,748		4.9%
Median	\$348,000		\$349,000	-0.3%		\$318,500		9.3%
Mean	\$383,553		\$379,790	1.0%		\$346,362		10.7%
Year-to-Date Statistics	1/01/17 to 9/30/17		1/01/17 to 9/30/17			1/1/2016		
	SAR monthly data, compiled		MetroList YTD data			9/30/2016		Change
Number of Closed Escrows	13,531		13,793			13,534		0.0%
Dollar Value of Closed Escrows	\$5,028,770,008		\$5,118,490,336			\$4,641,216,025		8.4%
Median	\$337,000		\$339,000			\$314,380		7.2%
Mean	\$369,692		\$371,093			\$342,930		7.8%

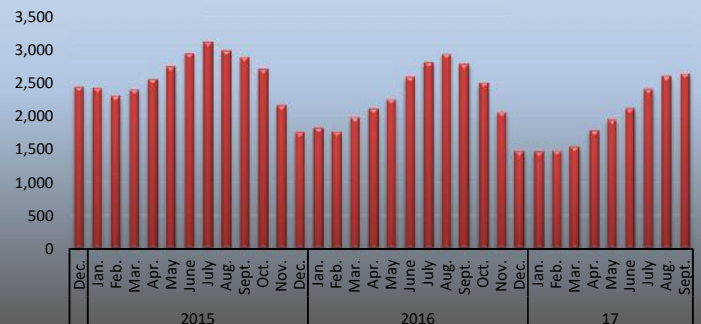
Sales Volume



Median Sales Price



Inventory Volume



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties.

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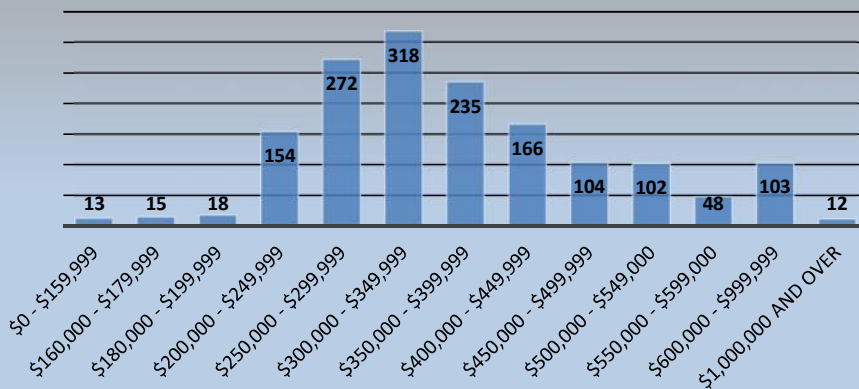
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

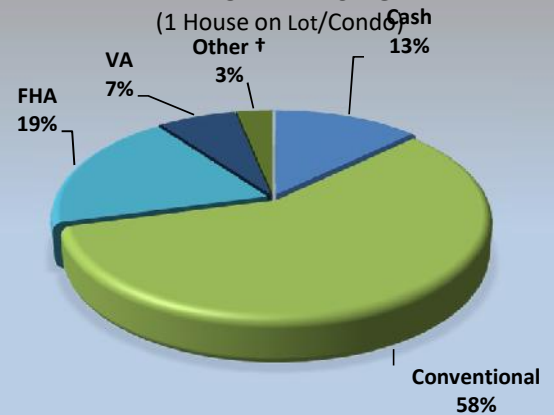
1 House on Lot

Total: 1,560



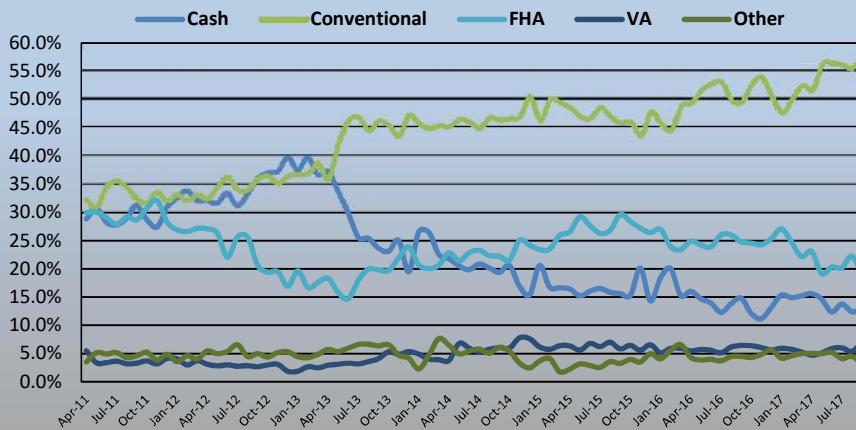
TYPE OF FINANCING

(1 House on Lot/Condo)



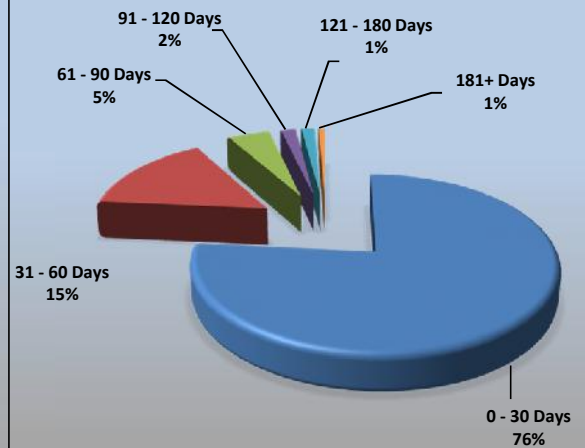
Types of Financing Historical

(% of Sales)



DAYS ON MARKET

(1 House on Lot/Condo)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	Days on Market		% of Total		
(Single Family Home only) Financing Method					(SFR & Condo)	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	201	12.9%	215	12.4%	0 - 30	1,193	76.5%	81.2%	75.2%
Conventional	904	57.9%	962	55.5%	31 - 60	240	15.4%	12.1%	14.0%
FHA	298	19.1%	386	22.3%	61 - 90	70	4.5%	3.7%	5.4%
VA	107	6.9%	93	5.4%	91 - 120	25	1.6%	1.3%	2.5%
Other †	50	3.2%	78	4.5%	121 - 180	22	1.4%	1.0%	1.9%
Total	1,560	100.0%	1,734	100.0%	181+	10	0.6%	0.7%	1.0%
					Total	1,560	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

	Current	Last Month
Median DOM:	13	11
Average DOM:	24	22
Average Price/Square Foot:	\$230.2	\$229.5

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CONDOMINIUM REALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	166		188	-11.7%		187		-11.2%
Active Listing Inventory †	160		153	4.6%		191		-16.2%
Active Short Sale (included above)	0		0	#DIV/0!		5		-100.0%
Pending Short Lender Approval	5		6	-16.7%		11		-54.5%
Pending Sales This Month	102		114	-10.5%		107		-4.7%
Number of REO Sales	1	0.7%	2	100.0%	1.3%	9	5.8%	-88.9%
Number of Short Sales	4	2.8%	1	100.0%	0.6%	0	0.0%	#DIV/0!
Equity Sales	139	97%	156	-10.9%	98.1%	147	94.2%	-5.4%
Total Number of Closed Escrows	144	100%	159	-9.4%	100%	156	100.0%	-7.7%
Months Inventory	1.1 Months		1 Months	10.0%		1.2 Months		-8.3%
Dollar Value of Closed Escrows	\$29,404,661		\$33,584,178	-12.4%		\$29,761,337		-1.2%
Median	\$196,500		\$195,000	0.8%		\$181,250		8.4%
Mean	\$204,199		\$211,221	-3.3%		\$190,778		7.0%
Year-to-Date Statistics	01/1/17 to 08/31/17		01/1/17 to 08/31/17			1/1/2016		
	SAR monthly data, compiled		MetroList YTD data			8/31/2016		Change
Number of Closed Escrows	1,198		1,241			1,218		-1.6%
Dollar Value of Closed Escrows	\$251,853,212		\$260,131,943			\$229,460,197		9.8%
Median	\$195,000		\$195,000			\$169,500		15.0%
Mean	\$209,615		\$209,615			\$188,391		11.3%

Sales Volume



Median Sales Price



Inventory Volume



† includes: Active, Active Release Clause, Active Short Sale, Active Short Sale Contingent, Active Court Approval and Active Court Contingent listings

** Owner Equity Sales, previously identified as Conventional Sales, represents all sales other than short sales or lender owned properties. The name has been changed to avoid confusion with sales involving conventional financing for the new buyer

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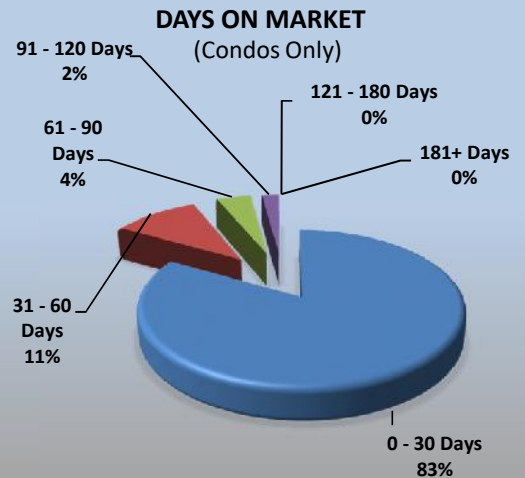
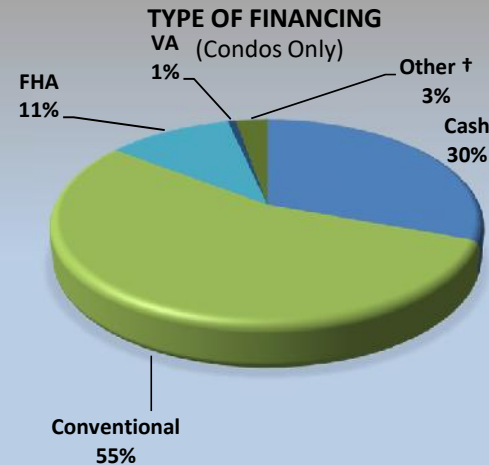
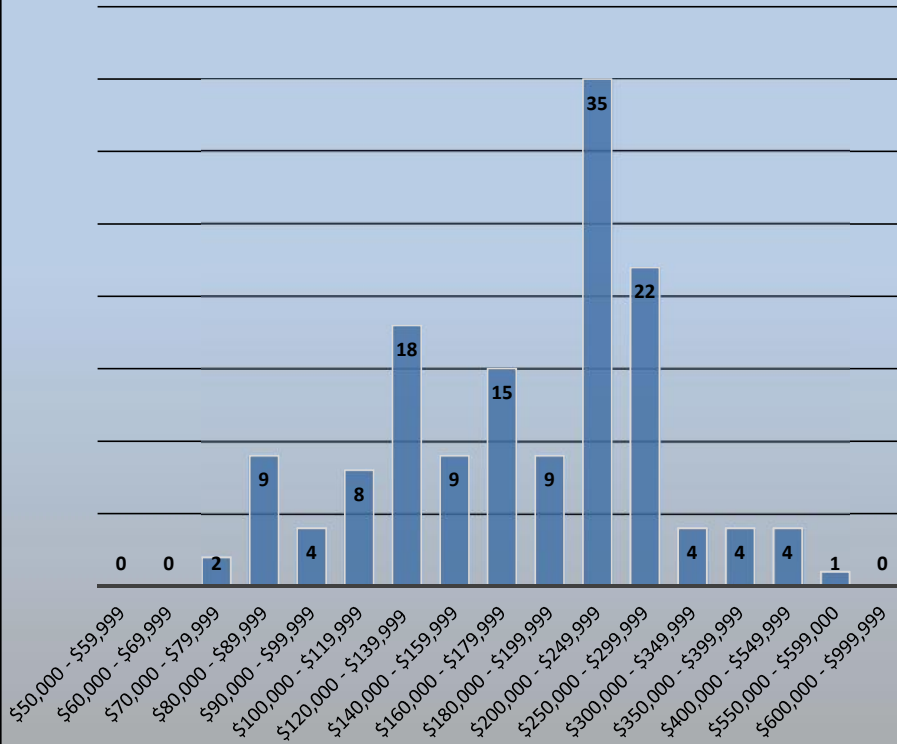
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BREAKDOWN OF SALES BY PRICE

Type of Financing/Days on Market

Condos

Total: 144



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
	# of Units	% of Total	# of Units	% of Total	%		% of Total		
(Condo Only) Financing Method					(SFR & Condo) Days on Market	# of Units	Current Month	Last 4 Months	Last 12 Months
Cash	44	30.6%	61	38.4%	0 - 30	120	83.3%	83.5%	79.4%
Conventional	79	54.9%	80	50.3%	31 - 60	15	10.4%	11.1%	12.8%
FHA	16	11.1%	8	5.0%	61 - 90	6	4.2%	2.5%	3.9%
VA	1	0.7%	8	5.0%	91 - 120	3	2.1%	1.8%	1.9%
Other †	4	2.8%	2	1.3%	121 - 180	0	0.0%	0.3%	1.2%
Total	144	100.0%	159	100.0%	181+	0	0.0%	0.7%	0.8%
					Total	144	100.0%	100.0%	100.0%

* half-plex, 2-on-1, mobile home

† includes: cal vet, contract of sale, creative, farm home loan, owner financin

Average DOM:

Current **18**
Last Month **18**

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